DM	T&D	REP
1224		
1226		
1228		
1229		
1230		
PTC	SAM	
ROM	PA	SC
RM	PC	MC
1240	1242	SAM

FSC-60-A	4/13/95	TO: ROM

SUBJECT: Winston Select FF 100 Box Distributor Program

DISTRIBUTION:

X	AVP	X	CAM	___	ELM
X	RM	X	Reg.Mil.Mgr.	___	MIL
X	RBM	___	Reg.DF Mgr.	___	DF
X	ROM	___	DM	___	REP

(Please disseminate to appropriate personnel, including SAMs & SCAMs.)

Suggestions were made at last week's distributor meetings to align our Select FF 100 Box distributor brand geographically by state versus by region. This suggestion was aimed at better aligning the Program with our Direct Accounts' needs and their customer base.

This rationale makes sense and we have adjusted the program availability based on state guidelines rather than region boundaries. States and corresponding regions participating are as follows:

Identified States	Region(s)
Texas	Oklahoma City
	Houston
	Dallas
Louisiana	Houston
	Dallas
Colorado	Denver
Arizona	Denver
Idaho	Denver
	Seattle
Utah	Denver
Washington	Seattle
Oregon	Seattle
California	N. California
	S. California
Florida	S. Florida
	Atlanta
	Birmingham
New York Metro/Long Island only	NY Metro
	Hartford
New Jersey	NY Metro
	Philadelphia
Virginia	Washington DC
	Winston-Salem
District of Columbia	Washington DC
Maryland	Washington DC

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Source: https://www.industrydocuments.ucsf.edu/docs/ytby0000

Additional Information

- Pages one, two and four in your "Partners" Fact Book under the "Winston Select FF 100 Bx Plan" tab have been revised to reflect these changes. Please replace these pages in your Fact Book.

- Suggested allocations are being recalculated and will be sent via mail as soon as available (approximately 4/18/95)

- 40¢ Promotional product budgets are being recalculated as well. Suggested promotional allocations per account and region dollar totals will be smaller since the same promotional budget will be allocated to more accounts.

- **This Program should be sold to our distributors within the approved states for shipment to customers within that state only. Direct Accounts should not sell this brand to customers outside the approved states at this time due to manufacturing capacity limitations.**

If you have questions, contact W. J. Duffy, Ext. 5776.

R. J. REYNOLDS TOBACCO COMPANY

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Source: https://www.industrydocuments.ucsf.edu/docs/ytby0000